

## Message Text

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ACTION TRSE-00

INFO OCT-01 EA-11 ISO-00 SPC-03 AID-20 EB-11 NSC-10 RSC-01

CIEP-02 SS-15 STR-08 OMB-01 CEA-02 CIAE-00 COME-00

FRB-02 INR-10 NSAE-00 XMB-07 OPIC-12 LAB-06 SIL-01

L-03 H-03 PA-03 PRS-01 USIA-15 IO-15 NEA-10 DRC-01

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P R 090724Z OCT 73

FM AMEMBASSY MANILA

TO SECSTATE WASHDC PRIORITY 8462

INFO AMEMBASSY BANGKOK

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USADB

FOR NAC AGENCIES

BANGKOK FOR RED

E.O. 11652: ADS, DECLAS 12/31/73

TAGS: EAID, EFIN

SUBJ: PROPOSED ADB TECHNICAL ASSISTANCE GRANT FOR PDCP-ADB  
REGIONAL WORKSHOP FOR SMALL AND MEDIUM INDUSTRY PROJECT  
DEVELOPMENT

SUMMARY: ADB MANAGEMENT PROPOSES \$70,000 TECHNICAL ASSISTANCE  
(TSL GRANT FOR IMPLEMENTATION OF REGIONAL WORKSHOP FOR  
SMALL AND MEDIUM INDUSTRY PROJECT DEVELOPMENT BY BANK'S TRAINING  
ASSISTANCE UNIT IN COOPERATION WITH DEVELOPMENT FINANCE  
INSTITUTE OF PRIVATE DEVELOPMENT CORP OF THE PHILIPPINES,  
MANILA, TO BE HELD IN MANILA NOV 5 TO DEC 14, 1973. USADB  
RECOMMENDS FAVORABLE NAC ACTION. END SUMMARY.

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1. ADB DOC R78-73 DESCRIBING PROPOSED TA GRANT POUCHED ADDRESSEES

SEPT 27. BOARD CONSIDERATION SCHEDULED OCT 18.

2. ADB MANAGEMENT PROPOSING TA GRANT NOT EXCEEDING \$70,00019  
\*94 ?-(S FIRST PILOT TRAINING PROJECT, WITH OBJECTIVE OF  
MEETING PRIORITY TRAINING NEEDS OF REGIONAL DEVELOPING  
MEMBER COUNTRIES WITH REGARD TO DEVELOPMENT OF SMALL AND MEDIUM  
INDUSTRIES. PROCEEDS WILL FINANCE FOREX COST OF IMPLEMENTATION  
OF SIX-WEEK REGIONAL WORKSHOP FOR SMALL AND MEDIUM INDUSTRY  
PROJECT DEVELOPMENT TO BE HELD AT DEVELOPMENT FINANCE  
INSTITUTE (DFI ) OF PRIVATE DEVELOPMENT CORP OF PHILIPPINES  
(PDCP), MAKATI, RIZAL, PHILIPPINES, FROM NOV 5 TO DEC 14, 1973.

3. AT SUGGESTION OF FOURTH REGIONAL CONFERENCE OF DEVELOPMENT  
BANKS OF ASIA CONVENED BY BANK IN JULY 1969, ADB COMMISSIONED  
EXPERT FROM INDUSTRIAL CREDIT AND INVESTMENT CORP OF INDIA TO  
UNDERTAKE INQUIRY INTO TRAINING OF DEVELOPMENT BANKERS AND,  
IN LIGHT OF AVAILABLE FACILITIES, TO RECOMMEND ACTION PROGRAM.  
PANEL OF EXPERTS MET IN AMNILA IN MARCH 1972 TO DISCUSS EXPERT'S  
REPORT ENTITLED "TRAINING FACILITIES FOR DEVELOPMENT BANKERS". IN  
RESPONSE TO ONE OF PANEL'S MAJOR RECOMMENDATIONS, TRAINING ASSIST-  
ANCE UNIT (TAU) WAS ESTABLISHED EARLY IN 1973 IN ADB'S DEVEL-  
OPMENT BANK AND FINANCIAL ANALYSIS DIVISION OF PROJECTS DEPT.  
AS IMPLEMENTING AGENCY OF PROPOSED PROJECT, TAU SELECTED DFI,  
WHICH WAS ESTABLISHED EARLY IN 1971 AS ONE OF PDCP'S FOUR  
OPERATING GROUPS WITH OBJECTIVES OF (A) TRAINING PDCP'S NEW  
PROFESSIONAL RECRUITS AND UPGRADING STAFF'S PROFESSIONAL SKILL  
AND (B) DISSEMINATING PDCP'S EXPERTISE TO PRIVATE AND GOVT SECTORS  
ON NATIONAL, REGIONAL AND INTERNATIONAL LEVELS.

4. SPECIFIC PURPOSE OF PROPOSED PDRP-ADB REGIONAL WORKSHOP IS  
TO UPGRADE OPERATIONAL PERFORMANCE OF STAFF OF INDUSTRIAL AND  
MIXED DEVELOPMENT BANKS CONCERNED PREDOMINANTLS WITH FINANCING  
OF SMALL AND MEDIUM SIZE INDUSTRIAL PROJECTS.WORKSHOP BEING  
DESIGNED FOR MEDIUM LEVEL DEVELOPMENT BANK CADRE IN AREA OF  
SMALL AND MEDIUM INDUSTRY PROJECT DEVELOPMENT AND PROCESSING.  
WORKSHOP TO BE PRACTICAL AND TOOLS-ORIENTED, WITH EXTENSIVE  
UTILIZATION OF SUITABLY SELECTED CASE STUDIES. PROGRAM TO BE  
DIVIDED INTO THREE PARTS, EACH OF TWO WEEKS DURATION, AND WILL,  
RESPECTIVELY, FOCUS ON TOOLS OF ANALYSIS IN PROJECT CYCLE;  
PROVIDE WORKSHOP-TYPE TRAINING; AND PERMIT INTERNSHIP IN ONE  
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OF THREE DEVELOPMENT BANKS COOPERATION IN PROVISION OF RESOURCE  
PERSONS AND CASE STUDIES FOR WORKSHOP.

5. MAJOR AREAS OF BANK RESPONSIBILITY FOR PROJECT ARE  
(A) PROVIDING INITIATIVE TO ORGANIZE AND COORDINATE PROGRAM;  
(B) FINANCING OF AIRFARE AND PER DIEM OF PARTICIPANTS AND RESOUR-  
CE PERSONS; HONORARIUM FOR CASE STUDIES AND LECTURERS;  
REPRODUCTION OF TRAINING MATERIALS AND CASE STUDIES; OTHER

INCIDENTAL EXPENSES; (C) PRIVISION OF FACULTY STAFF, ON SELECTIVE BASIS; AND (D) ADMINISTRATIVE AND LOGISTIC ARRANGEMENTS. PDCP'S AREAS OF RESPONSIBILITY ARE: (A) PHYSICAL FACILITIES; (B) FACULTY STAFF, COURSE DIRECTORS,, ADVISERS FOR RESOURSE PERSONS, ETC.;5\*(C) LIBRARY FACILITIES; (D) CASE STUDIES; AND (E) INTERNSHIP FOR ONE GROUP OF PARTICIPANTS.

6. ELEVEN DEVELOPMENT BANKS IN REGION (FROM INDONESIA, BANGLADESH (2), WESTERN SAMOA, SRI LANKA, FIJI, PAKISTAN, THAILAND, KOREA, NEPAL AND PAPUA NEW GUINEA), WHICH ARE ENGAGED SUBSTANTIALLY IN DEVELOPING AND FINANCING SMALL AND MEDIUM MANUFACTURING INDUSTRIES, ARE TO BE INVITED TO NOMINATE TWO MEDIUM-LEVEL OFFICERS FROM DIFFERENT DISCIPLINES AS CANDIDATES FOR WORKSHOP. TOTAL NUMBER OF TRAINEES TO BE LIMITED TO TWENTY PERSONS TO ENSURE ACTIVE PARTICIPATION AND INTESIVE TRAINING. (SEE PARA 17 OF DOC R78-73.) FYI: BANK STAFF INFORMED USADB THAT THOSE DEVELOPMENT BANKS SELECTED TO NOMINATE PARTICIPATE TEND TO BE NEWER BANKS OR SOME CONSIDERED NOT VERY WELL ORGANIZED. IN GENERAL, BANK AIMS TO KEEP TOTAL PARTICIPANTS WITHIN MANAGEABLE LIMITS. END FYI.

7. PROPOSED PDCP-ADB REGIONAL WORKSHOP IS EXPECTED TO CONTRIBUTE TO IMPROVING OPERATIONAL PERFORMANCE OF SELECTED DEVELOPMENT BANK PROFESSIONALS IN SMALL AND MEDIUM PROJECT PROCESSING. TRAINING ASSISTANCE IN THIS FIELD HAS HIGH PRIORITY IN REGION, AND A NUMBER OF PARTICIPANTS IN WORKSHOP ARE EXPECTED TO COME FROM LEAST DEVELOPED MEMBER COUNTRIES.

8. PDCP IS PHILIPPINES' LEADING PRIVATE INVESTMENT BANK. IT HAS CAPABLE STAFF WITH CONSIDERABLE EXPERIENCE IN DEVELOPMENT FINANCE. BOTH INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT AND US AGENCY FOR INTERNATIONAL DEVELOPMENT HAVE USED PDCP TO CHANNEL RESOURCES INTO SMALL AND MEDIUM SIZE PRIVATE SECTOR LIMITED OFFICIAL USE

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PROJECTS. DFI WILL BE ABLE TO DRAW ON THE CONSIDERABLE RESOURCES OF PDCP TO SUPPORT PROJECT AND THROUGH IT CAN TAP OTHER SOURCES OF ASSISTANCE IN MANILA. IN VIEW OF EMBASSY/MANILA, DFI SHOULD HAVE LITTLE DIFFICULTY IN CARRYING OUT ITS AREA OF RESPONSIBILITY EFFECTIVELY. USADB SUPPORTS PROPOSAL AND RECOMMENDS FAVORABLE NAC ACTION.  
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## Message Attributes

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